

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Pony Pack, Inc.

#### New Mexico Manufacturing Extension Partnership

#### Sales Skyrocket for Pony Pack

##### Client Profile:

Pony Pack, Inc., located in Albuquerque, New Mexico, is a manufacturer of auxiliary power units for diesel trucks. The company was founded in 1984 and employs approximately 7 people.

##### Situation:

With the rising cost of fuel and legislation preventing diesel trucks from idling, drivers and owners were looking for a resonable solution. Since Pony Pack could offer a solution to these needs, the company saw a marked increase in demand for their product. Pony Pack's current maufacturing process would not support the new demand, so Pony Pack brought on New Mexico Manufacturing Extension Partnership (New Mexico MEP), a NIST MEP network affiliate, to help lean processes to meet customer demand.

##### Solution:

New Mexico MEP provided a two day Value Stream Mapping session of Pony Pack's current manufacturing process. Through this process, New Mexico MEP and Pony Pack identified areas that could be improved to increase the overall output of the company's manufacturing process.

##### Results:

- \* Increased monthly sales by \$120,000.
- \* Increased annual sales by \$1.4 million.
- \* Created and filled two jobs.
- \* Projected creation of four additional assembly positions late summer of 2005.

##### Testimonial:

"I started as the Plant Manager with very little expertise in manufacturing. The knowledge that I have gained as a result of working with New Mexico MEP has been invaluable. It has provided me with the tools I need to succeed and ensure successful operations at Pony Pack."

Jim Gore, General Plant Manager